

NICK

Original Plan 95

Report 1
1-Sep-94

WAIS, Inc.
FY1995 Income Statement Forecast

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
REVENUE													
Products	\$111,111	\$111,111	\$250,000	\$155,556	\$155,556	\$155,556	\$177,778	\$177,778	\$177,778	\$222,222	\$222,222	\$222,222	\$2,138,889
Custom Development													
Production Services	\$75,000	\$34,000	\$28,000	\$13,000	\$16,000	\$20,000	\$21,000	\$161,000	\$46,000	\$90,000	\$112,000	\$235,000	851,000
International													
Total Revenue	186,111	145,111	278,000	168,556	171,556	175,556	198,778	338,778	223,778	312,222	334,222	457,222	2,989,889
COST OF GOODS SOLD													
Subcontractors													
Total Cost of Goods													
GROSS MARGIN	186,111	145,111	278,000	168,556	171,556	175,556	198,778	338,778	223,778	312,222	334,222	457,222	2,989,889
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Marketing & Sales	23,956	26,036	48,693	35,252	30,352	46,009	62,960	88,226	70,106	62,028	88,128	69,278	651,022
Production Services	25,625	18,625	21,800	23,114	23,197	28,447	28,447	32,831	32,247	38,186	38,186	38,603	349,309
Development	26,547	28,130	52,212	56,207	62,145	85,362	70,945	72,084	81,084	81,084	81,084	81,084	777,970
G&A	42,561	36,561	45,061	44,061	48,494	49,494	49,494	63,094	62,261	63,261	63,261	69,261	636,862
Total Expenses	118,688	109,351	167,766	158,633	164,189	209,313	211,846	256,235	245,698	244,559	270,659	258,226	2,415,162
Net Operating Income(Loss)	67,423	35,760	110,234	9,923	7,367	(33,757)	(13,069)	82,543	(21,920)	67,663	63,563	198,997	574,727
													19%
Interest Income (Expense)													
Pretax Income(Loss)	67,423	35,760	110,234	9,923	7,367	(33,757)	(13,069)	82,543	(21,920)	67,663	63,563	198,997	574,726
Income Taxes	26,969	14,304	44,094	3,969	2,947	(13,503)	(5,227)	33,017	(8,768)	27,065	25,425	79,599	229,891
NET INCOME(LOSS)	\$40,454	\$21,456	\$66,140	\$5,954	\$4,420	(\$20,254)	(\$7,841)	\$49,526	(\$13,152)	\$40,598	\$38,138	\$119,398	\$344,836

Report 2
1-Sep-94

WAIS, Inc.

FY1995 Balance Sheet Forecast

A/R days: 25

A/R less	100%	34%	60%	32%	100%	100%	100%	100%	100%	100%	100%	100%	100%
	Jun-94	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95
Current Assets													
Cash	\$134,341	\$189,008	\$183,924	\$310,733	\$205,421	\$201,842	\$176,720	\$126,512	\$101,163	\$141,107	\$135,578	\$212,697	\$287,550
Accounts Receivable	\$104,489	52,731	72,556	74,133	140,463	142,963	146,296	165,648	282,315	186,481	260,185	278,519	381,019
Deposits & Prepaids	\$5,876	5,876	5,876	5,876	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Total Current Assets	244,706	247,615	262,356	390,743	360,884	359,805	338,017	307,160	398,478	342,588	410,763	506,216	683,569
Fixed Assets													
Furniture	4,741	4,741	4,741	4,741	9,741	9,741	9,741	9,741	19,741	19,741	19,741	19,741	19,741
Equipment & Software	81,776	86,276	89,276	97,276	119,276	124,276	124,276	145,276	150,276	150,276	150,276	150,276	150,276
Production Services	3,301	3,301	3,301	3,301	8,301	11,301	26,301	26,301	26,301	41,301	46,301	46,301	61,301
Accumulated Depreciation	(30,053)	(32,620)	(35,271)	(38,144)	(41,767)	(45,695)	(50,040)	(54,968)	(60,036)	(65,686)	(71,476)	(77,265)	(83,471)
Net Fixed Assets	\$59,765	\$61,698	\$62,047	\$67,174	\$95,551	\$99,623	\$110,278	\$126,350	\$136,282	\$145,632	\$144,842	\$139,053	\$147,847
Other Assets	3,815	3,815	3,815	3,815	3,815	3,815	3,815	3,815	3,815	3,815	3,815	3,815	3,815
Total Assets	\$308,286	\$313,128	\$328,218	\$461,732	\$460,251	\$463,243	\$452,110	\$437,325	\$538,576	\$492,035	\$559,420	\$649,084	\$835,230
Current Liabilities													
Accounts Payable	109,206	\$46,625	\$25,955	\$49,235	\$37,831	\$33,456	\$56,080	\$54,364	\$73,072	\$48,451	\$48,174	\$74,274	\$61,424
Accounts Receivable Line of Credit													
Note Payable - B Kahle	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711	48,711
Deferred Revenue	79,253	79,253	79,253	79,253	79,253	79,253	79,253	79,253	79,253	79,253	79,253	79,253	79,253
Accrued Income Taxes		26,969	41,273	85,367	89,336	92,283	78,780	73,552	106,569	97,801	124,867	150,292	229,891
Total Current Liabilities	237,170	201,558	195,192	262,566	255,131	253,703	262,824	255,880	307,606	274,217	301,004	352,530	419,278
Shareholders' Equity:													
Paid in Capital	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Current Year Income (Loss)	45,736	40,454	61,910	128,050	134,004	138,424	118,170	110,329	159,854	146,702	187,300	225,438	344,836
Retained Earnings (Deficit)	380	46,116	46,116	46,116	46,116	46,116	46,116	46,116	46,116	46,116	46,116	46,116	46,116
Total Equity	71,116	111,570	133,026	199,166	205,120	209,540	189,286	181,445	230,970	217,818	258,416	296,554	415,952
Total Liabilities & Equity	\$308,286	\$313,128	\$328,218	\$461,732	\$460,251	\$463,243	\$452,110	\$437,325	\$538,576	\$492,035	\$559,420	\$649,084	\$835,230

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WAIS, Inc.
FY1995 Sources & Uses of Cash Forecast

A/R Days: 25

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
<i>Beginning Cash Balance</i>	\$134,341	\$189,008	\$183,924	\$310,733	\$205,421	\$201,842	\$176,720	\$126,512	\$101,163	\$141,107	\$135,578	\$212,697	\$134,341
<i>Sources of Cash</i>													
Revenues	186,111	145,111	278,000	168,556	171,556	175,556	198,778	338,778	223,778	312,222	334,222	457,222	2,989,889
Less accounts receivable increa	51,758	(19,824)	(1,578)	(66,330)	(2,500)	(3,333)	(19,352)	(116,667)	95,833	(73,704)	(18,333)	(102,500)	(276,530)
Accounts Receivable Line of Cr													
Current Liability Increases	(35,612)	(6,366)	67,374	(7,435)	(1,428)	9,121	(6,944)	51,725	(33,389)	26,788	51,525	66,749	182,108
Paid in Capital Increases													
Total Sources	202,257	118,921	343,796	94,791	167,627	181,343	172,482	273,836	286,222	265,306	367,414	421,471	2,895,468
<i>Uses of Cash</i>													
Operating expenses	118,688	109,351	167,766	158,633	164,189	209,313	211,846	256,235	245,698	244,559	270,659	258,226	2,415,162
Less Depreciation	(2,567)	(2,651)	(2,873)	(3,623)	(3,928)	(4,345)	(4,928)	(5,067)	(5,651)	(5,789)	(5,789)	(6,206)	(53,418)
Income taxes	26,969	14,304	44,094	3,969	2,947	(13,503)	(5,227)	33,017	(8,768)	27,065	25,425	79,599	229,891
Deposits & Prepaids Increases				9,124									9,124
Furniture				5,000				10,000					15,000
Equipment & Software	4,500	3,000	8,000	22,000	5,000		21,000	5,000					68,500
Production Services Assets				5,000	3,000	15,000			15,000	5,000		15,000	58,000
Other Asset Increases													
Total Uses	147,590	124,005	216,987	200,103	171,207	206,465	222,691	299,185	246,279	270,835	290,295	346,618	2,742,259
<i>Ending Cash Balance</i>	\$189,008	\$183,924	\$310,733	\$205,421	\$201,842	\$176,720	\$126,512	\$101,163	\$141,107	\$135,578	\$212,697	\$287,550	\$287,550

Report 4
1-Sep-94

Marketing & Sales Expenses
FY1995

Account		Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Salaries		6,667	9,167	9,167	9,167	9,167	17,083	20,417	27,083	27,083	27,083	27,083	27,083	216,250
Payroll Taxes	10.0%	667	917	917	917	917	1,708	2,042	2,708	2,708	2,708	2,708	2,708	21,625
Medical Insuranc	6.0%	400	550	550	550	550	1,025	1,225	1,625	1,625	1,625	1,625	1,625	12,975
Consulting			5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	55,000
Recruiting		10,000					3,000	15,000						28,000
Travel		2,500	2,500	4,000	4,000	4,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	52,000
Training				1,000					1,000					2,000
Depreciation														
Equipment Rent/Lease														
Equipment/Software														
Network access														
Computer supplies														
Other														
Marketing\Sales Only														
Commissions		3,722	2,902	5,560	5,619	5,719	8,193	9,276	15,810	11,189	15,611	16,711	22,861	123,172
Seminars														
Public Relations			5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	55,000
Direct Mail									25,000			25,000		50,000
Trade Shows				7,500						7,500				15,000
Collateral Development				10,000										10,000
Collateral					5,000					5,000				10,000
Advertising														
		23,956	26,036	48,693	35,252	30,352	46,009	62,960	88,226	70,106	62,028	88,128	69,278	651,022

Report 4
1-Sep-94

Marketing & Sales Expenses
FY1995

Account		Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Salaries		6,667	9,167	9,167	9,167	9,167	17,083	20,417	27,083	27,083	27,083	27,083	27,083	216,250
Payroll Taxes	10.0%	667	917	917	917	917	1,708	2,042	2,708	2,708	2,708	2,708	2,708	21,625
Medical Insuranc	6.0%	400	550	550	550	550	1,025	1,225	1,625	1,625	1,625	1,625	1,625	12,975
Consulting		6,500	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	55,000
Recruiting		<u>10,000</u>					3,000	<u>15,000</u>						28,000
Travel		2,500	2,500	4,000	4,000	4,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	52,000
Training				1,000					1,000					2,000
Depreciation														
Equipment Rent/Lease														
Equipment/Software														
Network access														
Computer supplies														
Other														
Marketing\Sales Only														
Commissions		3,722	2,902	5,560	5,619	5,719	8,193	9,276	15,810	11,189	15,611	16,711	22,861	123,172
Seminars														
Public Relations			<u>5,000</u>	<u>5,000</u>	<u>5,000</u>	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	55,000
Direct Mail									25,000			25,000		50,000
Trade Shows				7,500						7,500				15,000
Collateral Development				10,000	5,000	10,000	5,000							10,000
Collateral				<u>10,000</u>	5,000					5,000				10,000
Advertising							<u>5,000</u>							
		23,956	26,036	48,693	35,252	30,352	46,009	62,960	88,226	70,106	62,028	88,128	69,278	651,022

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Marketing & Sales Salaries
FY1995

Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$60,000	VP Sales & Mrkt	Bruce Gilliat	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
\$20,000	Sales Assistant	Than Lee	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	20,000
\$40,000	VAR Mgr	TBH				4000		43,333	3,333	3,333	3,333	3,333	3,333	20,000
\$65,000	Product Mktng M	TBH						5,417	5,417	5,417	5,417	5,417	5,417	37,917
① \$30,000	Telesales Rep	TBH	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	27,500
\$30,000	Telesales Rep	TBH					2,500	2,500	2,500	2,500	2,500	2,500	2,500	17,500
\$40,000	Sales tech suppo	TBH							3,333	3,333	3,333	3,333	3,333	16,667
\$40,000	Inside sales rep	TBH							3,333	3,333	3,333	3,333	3,333	16,667

Total	6,667	9,167	9,167	9,167	9,167	17,083	20,417	27,083	27,083	27,083	27,083	27,083	216,250
Commission Rate	2%	2%	2%	3.3%	3.3%	4.7%	4.7%	4.7%	5.0%	5.0%	5.0%	5.0%	

Commision Rate Calculation

Commission Rate Calculation		Full Quota				Pct of
	Quota	Comp	Base	Commissi	Rate	Total Sales
Telesales rep	1,000,000	70,000	30,000	40,000	4%	1.3%
Var Manager	1,000,000	80,000	40,000	40,000	4%	1.3%
Inside SalesRep	1,000,000	80,000	40,000	40,000	4%	1.3%
VP Sales	3,000,000			60,000	2%	2%
						6.0%

Fed sales

6 200,000

40 48,000

Telesales 2

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Collection /
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Production Services Expenses
FY1995

Account		Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Salaries		11,667	11,667	13,542	15,417	15,417	19,583	19,583	22,500	22,500	27,500	27,500	27,500	234,375
Payroll Taxes	10.0%	1,167	1,167	1,354	1,542	1,542	1,958	1,958	2,250	2,250	2,750	2,750	2,750	23,438
Medical Insurance	6.0%	700	700	813	925	925	1,175	1,175	1,350	1,350	1,650	1,650	1,650	14,063
Consulting														
Recruiting														
Travel			2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	22,000
Training				1,000					1,000					2,000
Depreciation		92	92	92	231	314	731	731	731	1,147	1,286	1,286	1,703	8,434
Equipment Rent/Lease														
Equipment/Software			2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	22,000
Network access		12,000												12,000
Computer supplies			1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	11,000
Other														
		25,625	18,625	21,800	23,114	23,197	28,447	28,447	32,831	32,247	38,186	38,186	38,603	349,309

FY1995

Info. Archive # 584

Refers

Restoring

Cape Harts

Comp K, RA Bank.

Full-CMP Term LICPMS)

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Production Services Business Model

FY 1995

	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Partnering accounts				1	1	1	1	2	2	2	3	3	
Service accounts			1	1	1	1	1	2	2	3	4	5	
Revenue Forecast													
Partnering	25,000	5,000	5,000	5,000	5,000	5,000		100,000				100,000	250,000
Services		25,000						25,000		25,000	25,000	25,000	125,000
Partnering account 1				3,000	6,000	10,000	16,000	23,000	30,000	40,000	48,000	56,000	232,000
Partnering account 2								3,000	6,000	10,000	16,000	23,000	58,000
Partnering account 3											3,000	6,000	9,000
Service accounts	0	0	5,000	5,000	5,000	5,000	5,000	10,000	10,000	15,000	20,000	25,000	105,000
	25,000	30,000	10,000	13,000	16,000	20,000	21,000	161,000	46,000	90,000	112,000	235,000	779,000
Quarterly totals			65,000			49,000			228,000			437,000	779,000
Corporate Objectives			170,000			230,000			260,000			330,000	990,000

Staffing needs

Systems administrat	0.0	0.0	0.1	0.3	0.3	0.3	0.3	0.5	0.5	0.6	0.9	1.0
Development manag	0.0	0.0	0.2	0.5	0.5	0.5	0.5	1.0	1.0	1.2	1.7	1.8
Account manager	0.0	0.0	0.0	0.4	0.4	0.4	0.4	0.8	0.8	0.8	1.1	1.1

Partnering accounts

Subscription based	Staffing capacity	
Revenue sharing	Systems administrator	8
Ongoing support	Engineer	3
Possible joint market	Production Account Mg	4
	Lead time (months)	6
	Implementation fee	\$100,000

Service accounts

May not be subscription based		Staffing capacity	
Monthly fee to WAIS	5,000	Systems administrator	8
Less support & marketing		Engineer	6
		Production Account Mgr	8
		Lead time (months)	4
		Implementation fee	\$25,000

[illegible]

Report 6
1-Sep-94

Development Expenses
FY1995

Account		Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Salaries		13,333	13,333	21,833	37,250	42,250	49,333	49,333	49,333	49,333	49,333	49,333	49,333	473,333
Payroll Taxes	10.0%	1,333	1,333	2,183	3,725	4,225	4,933	4,933	4,933	4,933	4,933	4,933	4,933	47,333
Medical Insuranc	6.0%	800	800	1,310	2,235	2,535	2,960	2,960	2,960	2,960	2,960	2,960	2,960	28,400
Contractors		4,083	4,583	4,583	4,583	4,583	4,583	4,583	4,583	14,583	14,583	14,583	14,583	94,500
Recruiting				15,000	5,000		15,000							30,000
Travel		500	500	500	500	500	500	500	500	500	500	500	500	6,000
Training			1,000						1,000					2,000
Depreciation		2,397	2,480	2,702	3,313	3,452	3,452	4,035	4,174	4,174	4,174	4,174	4,174	42,703
Equipment Rent/Lease		500	500	500	500	500	500	500	500	500	500	500	500	6,000
Equipment/Software		2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
Network access		100	100	100	100	100	100	100	100	100	100	100	100	1,200
Computer supplies		1,500	1,500	1,500	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	22,500
Other														

26,547 28,130 52,212 56,207 62,145 85,362 70,945 72,084 81,084 81,084 81,084 81,084 777,970

Washing D.C.

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WASH 5800
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With Back out of Washington D.C

Salaries	4,333	4,333	16,833	37,250	37,250	49,333
Pr	433	433	1683	3275	3275	4433
Med	500	500	1010	1965	2235	2660

19,526

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Development Contractors
FY1995

	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Protocols Maint.	Margaret St	4,083	4,583	6250 4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	4,583	54,500
General										10,000	10,000	10,000	10,000	40,000
	Fulcrum JP				6000	7000	7000							
	Documentation Laureanne			3000	2000									
Total		4,083	4,583	4,583	4,583	4,583	4,583	4,583	4,583	14,583	14,583	14,583	14,583	94,500

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Development Salaries
FY1995

	Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$85,000	VP Development	TBH			6000			7,083	7,083	7,083	7,083	7,083	7,083	7,083	49,583
51K \$60,000	Senior Engineer	Harry Morris	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
\$52,000	Engineer	TBH 1 Will Tuttle			4,333	4,333	4,333	4,333	4,333	4,333	4,333	4,333	4,333	4,333	43,333
\$40,000	Engineer	Ben Lai	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	40,000
\$60,000	Engineer	Kevin Oliveau	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
\$75,000	Snr Engineer	TBH 2				6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	56,250
\$50,000	Engineer	TBH 3				4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	37,500
60 \$50,000	Engineer	TBH 4			4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	41,667
\$60,000	Engineer	TBH 5			5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	45,000
\$60,000	Engineer	TBH 6				5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	40,000
Total			13,333	13,333	21,833	37,250	42,250	49,333	49,333	49,333	49,333	49,333	49,333	49,333	473,333

will

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G&A Expenses
FY1995

Account		Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
Salaries		11,708	11,708	11,708	11,708	15,458	15,458	15,458	25,458	25,458	25,458	25,458	25,458	220,500
Payroll Taxes	10.0%	1,171	1,171	1,171	1,171	1,546	1,546	1,546	2,546	2,546	2,546	2,546	2,546	22,050
Medical Insuran	6.0%	703	703	703	703	928	928	928	1,528	1,528	1,528	1,528	1,528	13,230
Consulting		5,000	5,000	5,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	78,000
Recruiting														
Travel		3,000	3,000	3,000 (1)	4,000	4,000	4,000	4,000	4,000	4,000	5,000	5,000	5,000	48,000
Training				1,000					1,000					2,000
Depreciation		79	79	79	79	162	162	162	162	329	329	329	329	2,282
Equipment Rent/Lease														
Equipment/Software														
Network access														
Computer supplies														
Other		700	700	700	700	700	700	700	700	700	700	700	700	8,400
G & A ONLY				5,000										
Office Rent		3,500	3,500	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	67,000
Office Supplies		2,000	2,000	2,000	2,000	2,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	31,000
Office Maintenance/security		150	150	150	150	150	150	150	150	150	150	150	150	1,800
Postage & Delivery		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Telephone		4,000	4,000	4,000	6,000	6,000	6,000	6,000	7,000	7,000	7,000	7,000	7,000	71,000
Equipment Repair		250	250	250	250	250	250	250	250	250	250	250	250	3,000
Bank Charges		150	150	150	150	150	150	150	150	150	150	150	150	1,800
Travel		1,000	1,000	1,000 (1)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Dues & Subscriptions		100	100	100	100	100	100	100	100	100	100	100	100	1,200
Legal & Accounting		7,000	1,000	1,000 ✗	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	7,000	24,000
Casualty Insurance				5,000										5,000
Equipment & Software		1,050	1,050	1,050 ✓	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	12,600
Prepaid taxes														
Interest														
Int. income														
		42,561	36,561	45,061	44,061	48,494	49,494	49,494	63,094	62,261	63,261	63,261	69,261	636,862

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G&A Salaries

FY1995

Title	Name	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
\$85,000 President	Brewster Kah	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	7,083	85,000
\$120,000 COO	TBH								10,000	10,000	10,000	10,000	10,000	50,000
\$25,500 Exec. Assistant	Judy Chen	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	2,125	25,500
\$30,000 Office Manager	Dia Cheney	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
\$45,000 Accountant	TBH					3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	30,000
Total		11,708	11,708	11,708	11,708	15,458	15,458	15,458	25,458	25,458	25,458	25,458	25,458	220,500

Pleascholder

5000



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Company-Wide Expenses
FY1995

	Jun-94	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total	1994 Total
Salaries	44,435	43,375	45,875	56,250	73,542	82,292	101,458	104,792	124,375	124,375	129,375	129,375	129,375	1,144,458	356,079
Payroll Taxes	3,371	4,338	4,588	5,625	7,354	8,229	10,146	10,479	12,438	12,438	12,938	12,938	12,938	114,446	30,068
Medical Insurance	1,718	2,603	2,753	3,375	4,413	4,938	6,088	6,288	7,463	7,463	7,763	7,763	7,763	68,668	11,108
Consulting	8,825	9,083	14,583	14,583	16,583	16,583	16,583	16,583	16,583	26,583	26,583	26,583	26,583	227,500	89,050
Recruiting		10,000	0	15,000	0	0	18,000	15,000	0	0	0	0	0	58,000	
Travel	9,944	6,000	8,000	9,500	10,500	10,500	11,500	11,500	11,500	11,500	12,500	12,500	12,500	128,000	41,807
Training		0	1,000	3,000	0	0	0	0	4,000	0	0	0	0	8,000	
Depreciation		2,567	2,651	2,873	3,623	3,928	4,345	4,928	5,067	5,651	5,789	5,789	6,206	53,418	4,000
Equipment Rent/Lease	484	500	500	500	500	500	500	500	500	500	500	500	500	6,000	3,932
Equipment/Software	970	2,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	46,000	32,766
Network access	219	12,100	100	100	100	100	100	100	100	100	100	100	100	13,200	2,534
Computer supplies	1,158	1,500	2,500	2,500	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	33,500	18,545
Other		700	700	700	700	700	700	700	700	700	700	700	700	8,400	
														0	
Marketing\Sales Onl	3,659													0	10,214
Commissions		3,722	2,902	5,560	5,619	5,719	8,193	9,276	15,810	11,189	15,611	16,711	22,861	123,172	
Advertising		0	0	0	0	0	0	0	0	0	0	0	0	0	
Seminars		0	0	0	0	0	0	0	0	0	0	0	0	0	
Public Relations		0	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	55,000	
Direct Mail		0	0	0	0	0	0	0	25,000	0	0	25,000	0	50,000	
Trade Shows		0	0	7,500	0	0	0	0	0	7,500	0	0	0	15,000	
Collateral Development		0	0	10,000	0	0	0	0	0	0	0	0	0	10,000	
Collateral		0	0	0	5,000	0	0	0	0	5,000	0	0	0	10,000	
Advertising		0	0	0	0	0	0	0	0	0	0	0	0	0	
														0	
G&A Only														0	
Office Rent	3,480	3,500	3,500	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	67,000	36,240
Office Supplies	1,430	2,000	2,000	2,000	2,000	2,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	31,000	22,226
Office Maintenance		150	150	150	150	150	150	150	150	150	150	150	150	1,800	
Postage & Delivery	254	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	5,000
Telephone	3,179	4,000	4,000	4,000	6,000	6,000	6,000	6,000	7,000	7,000	7,000	7,000	7,000	71,000	31,819
Equipment Repair		250	250	250	250	250	250	250	250	250	250	250	250	3,000	
Bank Charges		150	150	150	150	150	150	150	150	150	150	150	150	1,800	
Travel		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	
Dues & Subscriptions		100	100	100	100	100	100	100	100	100	100	100	100	1,200	
Legal & Accounting	1,262	7,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	7,000	24,000	14,736
Casualty Insurance		0	0	5,000	0	0	0	0	0	0	0	0	0	5,000	
Equipment & Software		1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	12,600	
	1,077	0	0	0	0	0	0	0	0	0	0	0	0	0	4,991
	85,465	118,688	109,351	167,766	158,633	164,189	209,313	211,846	256,235	245,698	244,559	270,659	258,226	2,415,162	715,115
														0	
Marketing & Sales		23,956	26,036	48,693	35,252	30,352	46,009	62,960	88,226	70,106	62,028	88,128	69,278	651,022	
Development		26,547	28,130	52,212	56,207	62,145	85,362	70,945	72,084	81,084	81,084	81,084	81,084	777,970	
Publishing		25,625	18,625	21,800	23,114	23,197	28,447	28,447	32,831	32,247	38,186	38,186	38,603	349,309	
G&A		42,561	36,561	45,061	44,061	48,494	49,494	49,494	63,094	62,261	63,261	63,261	69,261	636,862	
		118,688	109,351	167,766	158,633	164,189	209,313	211,846	256,235	245,698	244,559	270,659	258,226	2,415,162	✓
														0	
Accounts payable (see bold items above)		46,625	25,955	49,235	37,831	33,456	56,080	54,364	73,072	48,451	48,174	74,274	61,424	✓	